

Show Me the Receipts

Donors rarely leave over a relationship. They leave over a promise nobody kept, and most shops can't say which one.

A 45 to 60 minute keynote that gives your members a way to find that promise, trace it to where it broke, and repair it within thirty days.

[ShowMeReceipts.org/speaking](https://showmereceipts.org/speaking) · contact@showmereceipts.org



The talk, in three acts

ACT I

Naming

The receipts donors see, and the ones they don't.

A thank-you letter and an impact report are both promises. One earns praise; the other is only noticed when it fails. The room names both kinds, and every person quietly names one that broke in their own shop.

ACT II

Tracing

Past the person, to the handoff.

The usual fix is to find who dropped it. The talk follows the failure one step further, to the seam in the process that let anyone drop it, and gives the room a way to trace it.

ACT III

Repairing

One gap, one owner, one check.

Borrowing the checklist approach that cut infections in hospital intensive care units, each person leaves with one repair to make in thirty days, sized to what they control.

What your members leave with

1 A broken receipt of their own

Named in the room, from their own career. They leave with their example, not the speaker's.

2 A way to trace a lapse

A blame question asks who should have caught it. A trace asks what let no one catch it. Only the second changes next year.

3 One repair in thirty days

A named gap, a named owner, and an agreed check at that seam. Where the fix sits above them, the repair is putting the trace in front of the person who owns it.

4 A day-thirty check-in

Members who opt in hear from us along the way and on day thirty, when we ask whether the repair held.

5 Tools to keep going

The Trace One Failure instrument, the Reference Card and the Trust Audit Worksheet, free on this site.

CFRE continuing-education credit

Designed for credit in Relationship Building and Leadership and Management: one point per hour. Glen prepares the application with your chapter.

WHAT SETS THIS KEYNOTE APART

No heroes and no hype: the room's own receipts

- ✓ **Stories without heroes.** The answer is never a better fundraiser; it is a better-kept promise.
- ✓ **Recognition, not correction.** "I never audited mine, and I'd bet you haven't either."
- ✓ **Claims labelled by evidence.** What the research shows, what is inferred, and what is still a hypothesis, said out loud.
- ✓ **A path, not a pitch.** The room ends with a repair it can make, not a product to buy.

For program chairs

You receive

- A session description and learning objectives, ready for your program
- CFRE domain alignment and help with the application; AFP chapters pay no application fee
- A bio, photo and short announcement for your newsletter
- The day-thirty follow-up for members who opt in

You provide

- 45 to 60 minutes, a screen with HDMI, and a microphone
- Round tables if you have them; the talk uses short table conversations

Book at least thirty days ahead, so CFRE approval can arrive before the event.

Your speaker

Glen E. Quiring, CFRE, developed Show Me the Receipts after decades in nonprofit development, watching departments lose donors for reasons nobody could name. He is an AFP Certified Facilitator and serves on the board of AFP's San Luis Obispo County chapter. Colleagues say he listens to people without his training and explains the theory behind an idea clearly and concisely. On stage, that makes for a practitioner's talk, not a lecture.

Bring it to your chapter

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